



DEPARTMENT OF THE NAVY
NAVSUP FLEET LOGISTICS CENTER NORFOLK
1968 GILBERT STREET SUITE 600
NORFOLK VA 23511-3392

IN REPLY REFER TO
4200
240.3
09 Feb 2016
NF 15920

**JUSTIFICATION AND APPROVAL
FOR USE OF SOLE SOURCE
Requisition N6809317RC09507 - \$218,679.86**

1. Identification of Agency and Contracting Activity.

Requiring Agency:

Naval Hospital Camp Lejeune (NHCL)
100 Brewster Blvd (Code 071)
Camp Lejeune, NC 28547-0100

Contracting Agency:

NAVSUP Fleet Logistics Center Norfolk (FLCN)
Contracting Department Norfolk
1968 Gilbert Street, Ste.600
Norfolk, Virginia 23511

2. Description of the Action Being Approved. The action submitted for approval is to provide a sole source contract with Terrell Atlantic Corporation, DBA Page 21 Communications for the procurement of the lease, airtime, and maintenance of 365 pagers in support of Naval Hospital Camp Lejeune (NHCL).

The current contract N00189-13-P-1369 expires on 30 September 2016. The period of performance for this requirement will be from 01 October 2016 through 30 September 2017, with four one year option periods.

3. Description of Supplies/Services. The purpose of this acquisition is to lease 365 pagers, with airtime included, and maintenance of the pagers. These pagers shall include the following:

- same area code and prefix on all pagers
- numeric pagers should be standard seven digit sequencing (xxx-xxxx, approved numbering by Government)
- all pagers must be black in color
- operation with one (1) AAA or AA battery
- minimum 20 message slots
- backlight display
- message time-stamping
- numeric retrieval
- alpha numeric (one way) retrieval
- audible tone and silent vibration features

- date/time of day display
- custom greeting for alpha numeric pagers
- message lock (10 message slots)
- memory retention; (when the pager is turned off, all pages with time of day remain in memory.)
- memory retention (when battery dies pages stay in memory)
- memory full display (when 40 messages are stored in memory, a memory full notice is displayed).
- memory full - new message causes the oldest (first) read message to be overwritten. (when read messages are erased, the display returns to the standby screen)
- duplicate message display
- battery low notification both audible and displayed

Estimated Dollar Value

Base Year	Option I	Option II	Option III	Option IV	TOTAL
FY17	FY18	FY19	FY20	FY21	
\$40,455.00	\$42,032.75	\$43,672.02	\$45,375.23	\$47,177.86	\$218,679.86

4. Statutory Authority Permitting SOLE SOURCE.

Section 4202 of the Clinger-Cohen Act of 1996 - a sole source acquisition under the authority of the test program for certain commercial items, as implemented by FAR 13.501(a).

5. Rationale Justifying Use of Cited Statutory Authority.

Background information:

The Naval Hospital Camp Lejeune's mission is serving their warriors, retirees and family members. In January 2005, Naval Hospital Camp Lejeune became the primary casualty receiving facility receiving about 30 casualties of war, a month; however, that number increases with the different conflict and wars. Naval Hospital Camp Lejeune has the capacity for 236 beds, it surgical suite consist of 5 operations rooms and 3 delivery rooms.

The pager system allows NHCL to communicate efficiently with the hospitals personnel inside and outside of the facility. The pager system allows for coverage in North Carolina as well as Virginia. The current pager system eliminates the need for loud overhead systems and it allows the staff to communicate across departments. It ensures that communication between doctors, nurses, and support staff remains both quiet and confidential. The system gives staff the added freedom to move about the facility with confidence that they can be easily reached when needed. Not having these services could result in the deterioration of health or death of patients.

Sole Source Information:

This acquisition will be a follow on to contract N00189-13-P-1369, which was competitively awarded to Terrell Atlantic Corporation with a period of performance from 01 October 2013 to 30 September 2016. Only one quote was received from the solicitation.

Market research determined that there are a least four organizations that can provide the pager services. (1) Terrell Atlantic Corporation, (2) Two Way Radio of Carolina, Inc., Spok, Inc., and (4) HME Wireless, Inc.

(1) Terrell Atlantic Corporation is a Small Business under NAICS 517210. It is the only vendor capable of penetrating all rooms of the hospital with their signal. Terrell already has a transmitter installed on the roof that has approved by SPAWAR. Additionally, the contractor provides an integrated system in the NHCL Communications Center that centralizes all paging throughout the Command, so that all outgoing pages originate from the NHCL Communications Center. The integrated system includes **all** of the following:

- SNPP and SMTP continuous connection to the contractor's paging server, without any interruptions.
- 3 Flat panels with built in PCs and all required components (mice, keyboards, etc.) to run the paging system, utilizing as little space as possible, with network connections to the NHCL network.
- Laser printer connected to the NHCL network.
- Centralized paging software licensed and maintained by the contractor.
- Full functioning paging transmitter onsite, maintained, serviced, and installed by the contractor.
- All PC software to include Microsoft Word, Excel, and Network versions.
- E-mail addresses to each pager.
- Full e-mail and text paging support of NHCL owned Blackberries and personal wireless devices.
- 365 extensions to pagers (each pager will have one) dialed through one phone number, and also having 800# to those extensions to be used as a backup in the event of an emergency.
- Contractor must be able to replace any or all on site communications equipment owned by the contractor within 48 hours in the event of a massive failure.
- Contractor will respond by phone, to any emergency call related to the paging service within two (2) hours, and be on site for repair or service restoration within 24 hours including holidays, weekends, and after-hours in the event of a massive failure.

All environmental concerns have been met with this system. The current system satisfies all current requirements, and replacing the system is not in the Government's best interest. If awarded to other than Terrell Atlantic Corporation, the cost to remove all existing equipment, re-procure and install another contractor's equipment would exceed \$100,000.00. The substantial duplication of cost to the Government is not expected to be recovered through competition and the unacceptable delays will result in the deterioration of health or death of patients.

(2) Two Way Radio of Carolina, Inc. is a Small Disadvantaged Business under NAICS 517210. After further research, it has been determined that Two Way Radio of Carolina, Inc. specializes in two radios, not pagers. Therefore it has been determined that Two Way Radio of Carolina, Inc. will not be able to provide the required services.

(3) Spok, Inc. is a Small Business under NAICS 517210. After further research, it has been determined that Spok, Inc. is able to provide the required services.

(4) HME Wireless, Inc. is a Small Business under NAICS 811213 which is not the requested NAICS. Market research determined that HME is able to provide the required services.

In conclusion, leasing the pagers from Terrell Atlantic Corporation is the most cost effective solution to receive the required services. Awarding a contract to any other vendor will result in substantial duplication of cost to the Government that is not expected to be recovered through competition and unacceptable delays will result in the deterioration of health or death of patients.

6. Description of Efforts Made to Solicit Offers from as Many Offerors as Practicable. This current requirement will be synopsisized on Navy Electronic Commerce Online with reference to the Government's intent to award a sole source contract to Terrell Atlantic Corporation.

7. Determination of Fair and Reasonable Cost. The Contracting Officer will determine that the prices are fair and reasonable before an award is made.

8. Actions to Remove Barriers to Future Competition. For the reasons set forth in Paragraph 5, Fleet Logistics Center (FLC) Norfolk has no plans at this time to compete future contracts for the types of services covered by this document. Market research will be performed to ascertain if another source exists for future requirements.


9. CONTRACTING POINT OF CONTACT. The Contract Specialist is Tierra Watson, who may be reached at (757) 443-1395 or tierra.watson@navy.mil. The Contracting Officer is Fannie Richardson, who may be reached at (757) 443-1398 or fannie.richardson@navy.mil.

CERTIFICATIONS AND APPROVAL

TECHNICAL/REQUIREMENTS CERTIFICATION

I certify that the facts and representations under my cognizance which are included in this Justification and its supporting acquisition planning documents, except as noted herein, are complete and accurate to the best of my knowledge and belief.

Technical Cognizance:

	HMC	CHARLES RAMIREZ	910 450 3278	14 FEB 16
Signature		Name (Printed)	Phone No.	Date

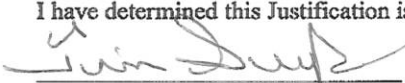
Requirements Cognizance:

Signature	Name (Printed)	Phone No.	Date
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(If a single individual has cognizance over both technical and requirements information included in the J&A/LSJ, use of only one signature line is encouraged ["Technical Cognizance:" and Requirements Cognizance:" may also be deleted]).

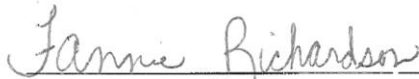
LEGAL SUFFICIENCY REVIEW

I have determined this Justification is legally sufficient.

	TIMOTHY L. SUPKER	757 443 1086	2/18/16
Signature	Name (Printed)	Phone No.	Date

CONTRACTING OFFICER CERTIFICATION

I certify that this Justification is accurate and complete to the best of my knowledge and belief. To the extent that the J&A/LSJ value is between \$150K and \$650K, the Contracting Officer's signature below also represents approval of the J&A/LSJ.

	FANNIE RICHARDSON	757 443-1398	2/16/16
Signature	Name (Printed)	Phone No.	Date

CONTRACTING ACTIVITY COMPETITION ADVOCATE REVIEW

To the extent that the J&A/LSJ value is between \$650K and \$12.5M, the Competition Advocate's signature below also represents approval of the J&A/LSJ.

Signature	Name (Printed)	Phone No.	Date
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